

# Capability Statement





# Seamlessly bridging the gap between legal expertise and commercial impact.

Law Squared is a leading global Human Centred law firm, founded in 2016 to provide a true alternative to traditional law firms - for clients and lawyers alike.

Trusted by General Counsel, their in-house teams, and business leaders to bridge the gap between legal expertise and commercial impact, Law Squared prioritise your success over billable hours via our fixed-fee approach.

Our highly skilled lawyers focus on those areas critical to business success, including Corporate + Commercial, Employment + Workplace Relations, Disputes + Litigation, and Digital + Innovation, working as an invaluable extension of your team, or on an ad hoc basis.

With offices in Melbourne, Sydney, Brisbane, and London, Law Squared is a comprehensive, cost-effective proposition for multinational, ASX-listed, and scaling businesses, or those seeking dual jurisdictional or market entry support in Australia and/or the United Kingdom.





# A global extension of your team

The launch of our London office in 2022 represents a significant step towards our vision to become a more human centred alternative to traditional law firms for companies in Australia and in the UK.

Offering clients dual jurisdictional support in relevant timezones, Law Squared has proved a welcome offering for businesses previously been challenged by the logistical and conflict of interest difficulties that arise working with large global law firms.

In addition to supporting dual jurisdictional businesses with our scalable, monthly fixed cost solution, Law Squared as a Service (LSaaS), we also work with incoming Australian (and outgoing UK) companies to provide market entry and ad hoc legal support.





# Commercial

From the simple, to the complex, our commercial team is perfectly placed to be at your side, with extensive experience in supporting CEOs, CFOs, legal counsels and compliance teams.

With a focused specialisation on technology, privacy, data, intellectual property and general commercial legal needs, we offer practical and commercial support to businesses from multinational, listed, unlisted and emerging technology companies.

Our commercial capabilities include:

## Commercial Contracts + BAU



Strategic Advice, Amendments, Drafting and Negotiation of all commercial contracts, including:

- Terms of Service
- Service / Vendor Agreements
- Master Services Agreements
- Terms of Trade
- Terms and Conditions
- Website Terms of Use
- Subscription and Membership Agreements
- Non-Disclosure / Confidentiality Agreements
- Partner, Reseller and Referrer Agreements
- Licensing Agreements
- Broadcast and Distribution
- Channel Partner Agreements
- Cloud / Software as a Service Agreements

## Privacy + Data Protection



- EU and UK GDPR Advice + Compliance
- Data Breach Investigation + Notification
- Australia Privacy Law Advice, Compliance + Training
- Privacy Impact Assessments + Change Management
- Advising on privacy-related issues in commercial agreements and arising in day-to-day business
- Cyber security and insurance advice

## IP



- IP Assignment + Licensing
- IP Commercialisation + Protection
- Trademark Advice + Registration

## Competition + Consumer Advice



- Consumer warranties
- Product liability advice
- Trade Practices/ACL advice + compliance

## Financial Services + Regulatory Advice & Compliance

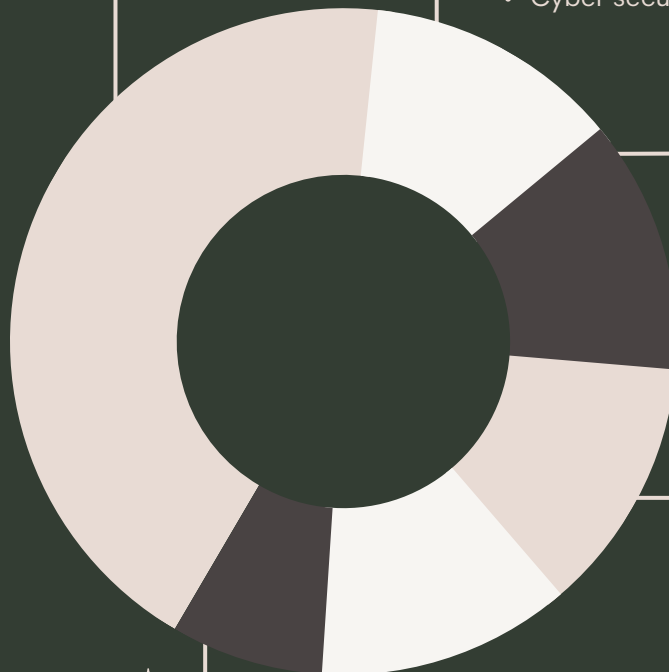


- In-house regulatory compliance advice and training
- Marketing + advertising compliance advice
- NFP and charity Compliance
- Corporate Regulatory Compliance (AUSTRAC, ASIC, AFSL + ACL)

## Property + Leasing Matters



- Property Sales + Purchases
- Lease preparation, review, advice and negotiation
- Retail Leases Act compliance
- Fitout Deeds
- Licence Agreements
- Letters of Offer / Heads of Agreement
- Construction Contracts
- Franchising
- Conveyancing
- Option Agreements (compulsory acquisition)



# Corporate

Our corporate lawyers have a depth of experience in mergers and acquisitions, capital raises, venture capital debt and equity transactions and general corporate and regulatory advice, offering practical, commercially-focused, fixed cost solutions to your transactional needs.

Supporting multinational companies, venture capital firms, listed and unlisted entities, emerging companies and corporate advisors, our team has the experience, breadth and depth to support from Series A, to pre-IPO transactions, corporate governance support, Employee Share and Incentive Schemes, ASX listings and general compliance support.

Our corporate capabilities include:

## Capital Raising + Equity Fundraising



- Equity capital raisings
- Crowd-sourced equity fundraising
- ASX listings
- Loan agreements
- Convertible notes and SAFEs
- Private M&A
- Capital management (dividends, splits, consolidations, buy-backs, capital reductions)

## Company Setup + Structuring



- Directors' duties
- Shareholder rights + liabilities
- Corporate governance
- Company Secretary + Registered
- Office + ASIC Agent
- ASX Listing Rule compliance + advice
- Equity Capital Markets (rights issues, share purchase plans, placements, DRPs)

## Key Business Documents



- Term Sheets + MOUs
- Shareholders Agreements
- Founders + Directors Deeds
- Executive + Employee incentive plans
- Company constitutions

## Risk Management



- Strategic advice
- Restructuring advice
- Business Risk Audit
- Insurance Audit
- Risk Mitigation Plans
- General Security agreements
- Share Security Agreements

## Sale + Purchase Of Business Advice



- Negotiations
- Due diligence checks
- Share + asset sale agreements
- Settlement assistance
- Warranty + indemnity insurance

## Corporate Advisory



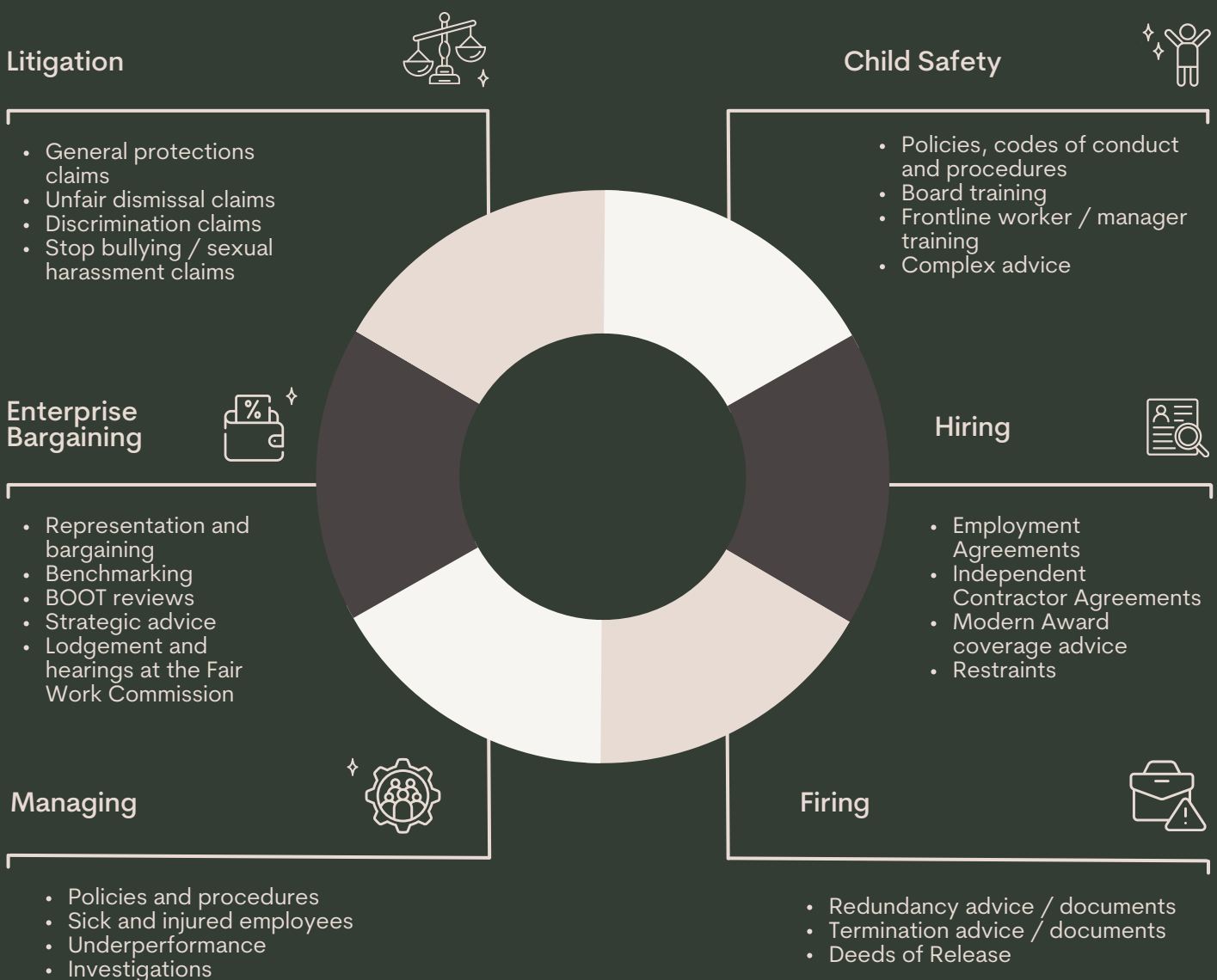
- Share structures
- Business structures
- Company registration
- Trust establishment

# Employment + Workplace Relations

Our employment + workplace relations team work with employers across a spectrum of industries and needs covering the employee lifecycle, acting as an employer advocate from hiring and managing employees, through to exit.

Given Australia's strong employment protection regimes, our team has extensive experience in providing sound and commercial advice to ensure our clients make rational and informed decisions. Working with listed entities, large not-for-profits and technology companies, our team has a breadth of experience with enterprise bargaining agreements, unfair dismissal claims, general protections claims, executive and board recruitment and workplace training modules including a specialised knowledge in Child Safety.

Our employment + workplace relations capabilities include:



# Disputes + Litigation

Our disputes + litigation team has extensive experience handling a wide range of disputes Australia wide. From debt and asset recovery to insolvency, banking and finance, insurance, corporate, commercial and consumer disputes, our team is a strategic partner to businesses pursuing their legal rights.

Operating on an entirely fixed-fee basis on all litigation matters from the Magistrates' Court through to the Supreme Court and Federal Court, Australia wide, our litigation team provides cost certainty through ever stage of the litigation process.

Our disputes + litigation capabilities include:

## Alternate Dispute Resolution



- Arbitration + Conciliation proceedings
- Case appraisals and advice
- Mediations, early neutral evaluations, negotiations + informal settlement conferences

## Insolvency Litigation



- Insolvency proceedings
- Bankruptcy proceedings
- Liquidation
- Winding up applications
- Applications to extend convening periods
- Applications for remuneration approval

## Insurance + Subrogation Proceedings



- Motor vehicle and home subrogation claims
- Commercial property and business insurance
- Directors and Officers Insurance
- Insurance Contracts Act advice
- General insurance matters
- Product liability claims

## Debt + Asset Recovery



- Debt + asset recovery
- Secured + unsecured recoveries
- Vehicle repossessions
- Possession orders over real property
- Possession orders regarding assets subject to forfeiture orders
- Liaising with Victoria Police (and equivalent in other states) regarding vehicles in police custody

## Commercial + Contractual Disputes



- Breach of contract action
- PPSR disputes regarding competing interests
- Loan + guarantee disputes



# Law Squared as a Service (LSaaS)

Our Law Squared as a Service (LSaaS) offering provides businesses and in-house legal teams scalable access to all our legal practice teams, at an upfront, fixed monthly cost.

LSaaS an innovative model increasingly popular with clients regardless of size, and a perfect representation of our approach to partnership.

Led by a dedicated Relationship Manager, we seamlessly integrate our team into your business to support your internal functions with business-as-usual (BAU) matters, while leveraging technology to increase efficiency and transparency of intake, workflow and reporting. LSaaS frees up your internal team to focus on your higher-order business priorities.

## Who is LSaaS designed for?



Organisations looking for a more cost effective, immediate resourcing solution than recruitment.



General Counsel's who don't have the time or resources to go through recruiting, onboarding and supporting of new legal team members.



Scaling companies with an increase in legal need and support.



Companies wanting to hire a part-time or fixed-term lawyer (e.g. parental leave cover).



Legal Counsels looking for a project based lawyer without the expense of a placement lawyer.



Outcomes focused GCs looking to optimise their external legal spend.



“

The beauty of the LSaaS model for Bosch Legal was that we experienced expert and timely support. I needed no more and no less of what was delivered, and regardless of what the problem was, I knew Law Squared would have a smart person who would be able to help.

Anne Lock  
General Counsel - Bosch Australia.

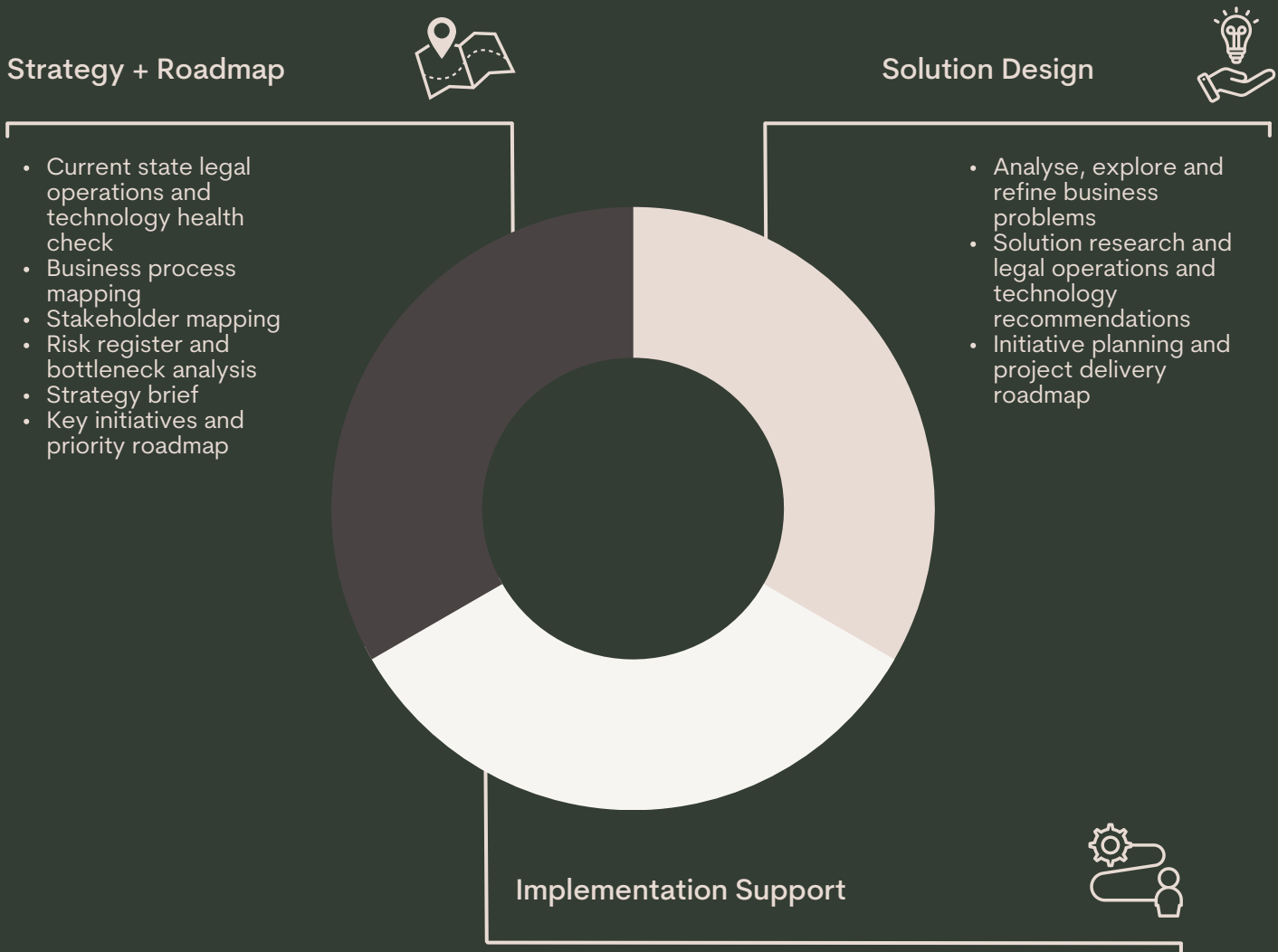


# Digital + Innovation

Our Digital + Innovation practice helps your team become future-fit by optimising legal operations and technology. Boggled down by transactional BAU work, few General Counsel have the bandwidth to prioritise digital transformation initiatives. Combining technical nous with a deep understanding of the in-house legal environment, we bring a unique blend of skills, perspectives and a human centred approach to your digital transformation.

Accelerate your legal services delivery by creating digital advantage and leveraging our first-hand experience to select or adapt fit-for-purpose technologies, operationalise and embed lasting change.

Our digital + innovation capabilities include:

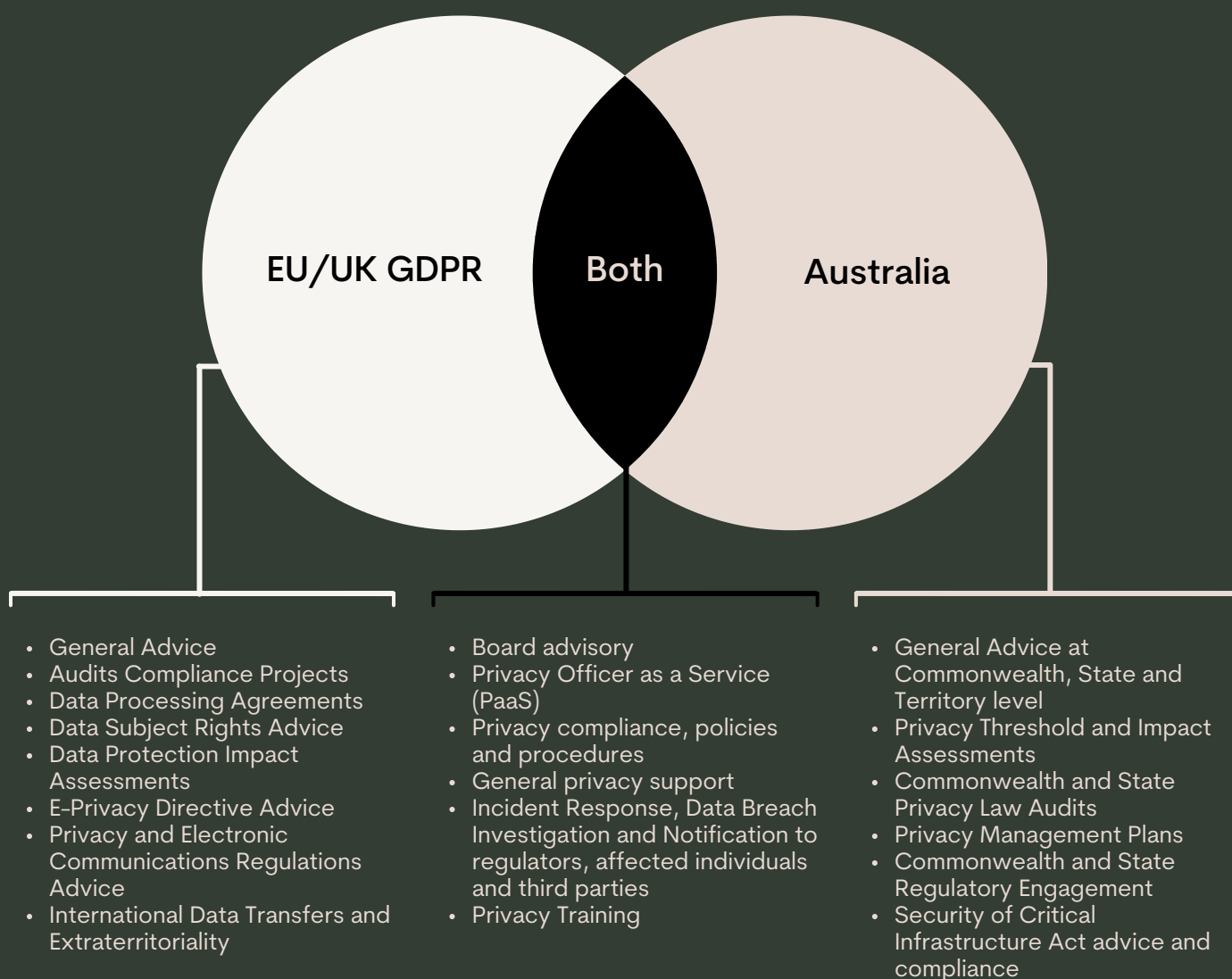


# Privacy + Data Protection

From the simple, to the complex, our privacy team has extensive experience supporting C-suite, legal counsel and compliance teams.

With a focused specialisation on technology, privacy, data, intellectual property and general commercial legal needs, we offer practical and commercial support to businesses from multinational, listed, unlisted and emerging technology companies.

Our privacy + data protection capabilities include:

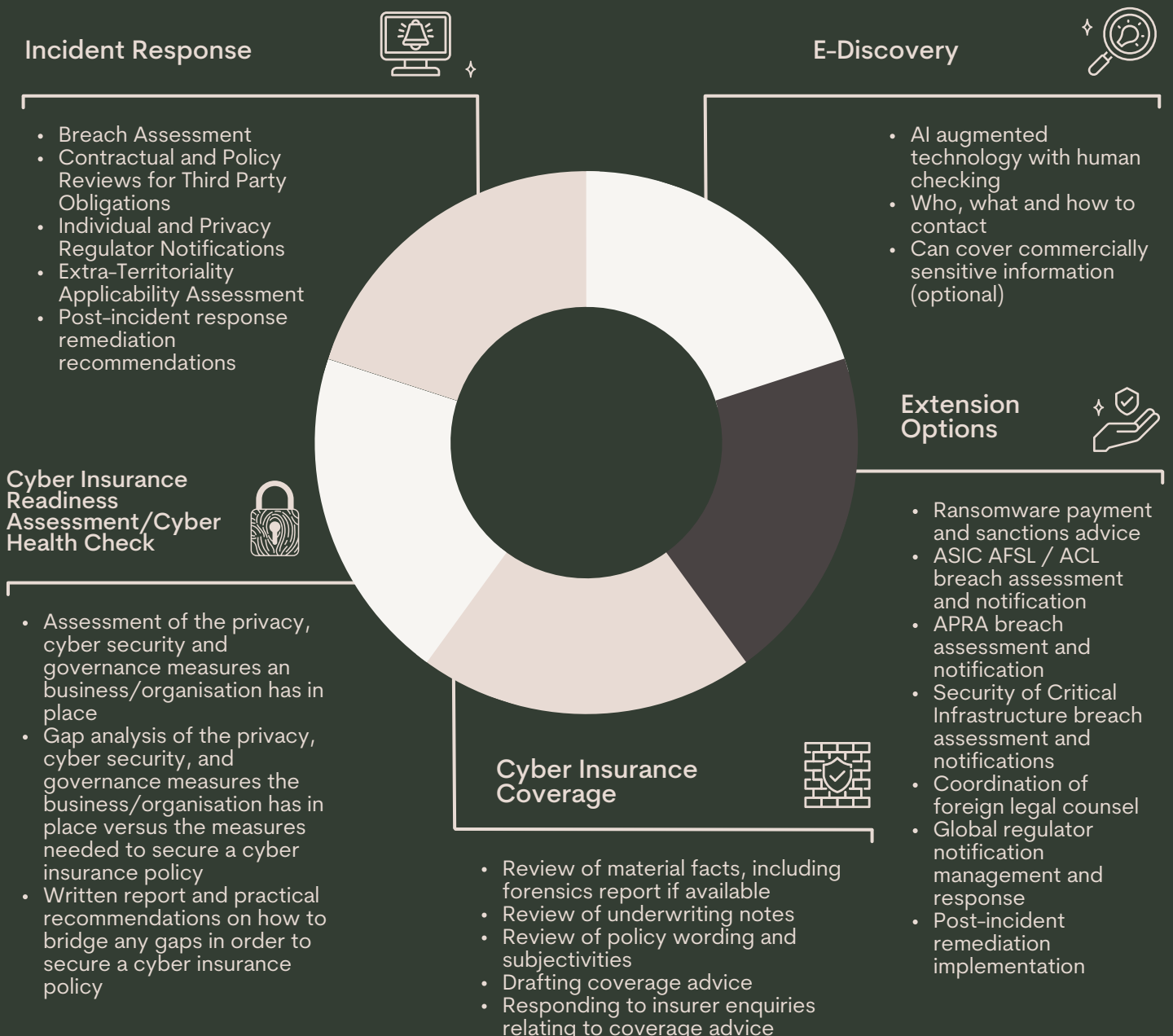


# Cyber Incident Response + Cyber Insurance

Law Squared work closely with insurers and insureds to provide legal support across cyber insurance; cyber incident response; engagement with regulators, affected individuals and other stakeholders; and front-end privacy and cyber compliance.

Our specialist lawyers bring extensive experience to this rapidly emerging area of risk, and our fixed-cost, commercial approach represents a unique offering to the insurer market. With offices in Australia and London, we provide timezone relevant support and 24/7 coverage across both jurisdictions.

Our cyber insurance capabilities include:





# Market Entry

Since launching our London office in 2022, Law Squared has been working with Australian businesses in the UK, and UK businesses expanding or operating in Australia.

Offering clients dual jurisdictional support in relevant timezones and providing a single legal point of contact across both countries, Law Squared is a welcome offering for those businesses who have previously been challenged by the logistics and conflict of interest difficulties that arise working with large global law firms.

We work with incoming Australian (and outgoing UK) companies across:

## Market Entry Advice, Company Incorporation + Registered Office Services



- Market entry and structuring advice and strategy
- Registration of new company
- Adoption of standard company constitution
- Acting as your locally domiciled registered office (for 12 month period)

## Contract Localisation Services



- Amend legal and commercial documentation to UK / Australian standards, including any website T&Cs, terms of use, terms of service, customer / client T&Cs, and supply contracts
- Compliance review against local laws
- General drafting and commercial law support

## Management Services Agreement



- Management Services Agreement and Licensing support between the holding or parent entity

## GDPR, Privacy + Data Compliance



- EU and UK GDPR advice + compliance
- Australian Privacy Law advice, compliance and training
- Privacy Impact Assessments
- Data breach notifications and response management
- Cyber security and insurance advice

## Trademark + Intellectual Property Services



- Trademark Advice and dual trade mark registration services
- Trademark clearance
- Short form IP assignment
- IP Commercialisation + Protection

## Law Squared as a Service



- Provide single point of legal contact across both Australia and UK in relevant timezones across all our legal practice teams.

## Employment Services + Retainer



- Tailor suite of employment contracts, including Executive Employment Agreement, Standard Employment Agreements, Contractor Agreement
- Ongoing telephone / email advice for all employment matters relating to employee lifecycle in Australia and/or the United Kingdom



# Clients + Partners

At Law Squared, our clients and partners are our biggest champions. We are unique in the way that we seek to understand how our clients and their businesses tick, and learn about how they prefer our services to be delivered.

Our transparent attitude towards fees, along with our proactive approach to our core practice areas of commercial, corporate, employment + workplace relations, disputes + litigation and digital + innovation, has ensured Law Squared's place as the preferred choice for in-house legal teams and business leaders across Australia and the UK.

## Clients



## Partners





### **Melbourne**

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### **Auckland**

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